

# VINCE DiFRANCESCO

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## SUMMARY

**Business Executive** with more than 15 years experience in operations and financial management. Business administration experience includes strategic planning and implementation, budget development, forecasting, management reporting, database management, human resource management, public and community relations. **LEED® Accredited Professional.** Renewable energy/green building startup executive. Membership and committee involvement in the US Green Building Council and North Carolina Sustainable Energy Association.

## AREAS OF EXPERTISE

### Green Building and Sustainability

- Renewable energy startup executive
- LEED® Accredited Professional
- USGBC CRC membership committee
- NCSEA member
- BS in Earth Sciences

### Business Administration and Finance

- Accounting, finance and operations management
- Professional networking and PR
- HR and staff development for 7 direct reports
- Reporting and database management
- MBA in Finance

## PROFESSIONAL EXPERIENCE

GEOSOL NC, LLC, Charlotte, NC

Jan 2009 – June 2009

### Vice President of Operations & CFO

Summary—Directed all operations and finance activities for renewable energy startup (solar/geothermal) firm.

- Director of multiple departments including Business Development, Accounting, Finance and Administration, Field Operations, and Communications, with 12+ employees and strategic partners.
- Developed pro forma financials including sales projections, income statements, cash flows, break-even analysis and ratios for business planning purposes.
- Developed business and strategic plan including executive summary, market analysis, competitor analysis, sales and marketing strategy, financials and management summaries. Solicited venture capital funding.
- Generated positive press and brand recognition through news releases and professional networking. Liaison to the network of renewable energy related organizations in North Carolina. Attended all conferences, trade shows, networking and VIP events.
- Active committee member with Charlotte Region Chapter of the US Green Building council and North Carolina Sustainable Energy Association.

WACHOVIA CORPORATE INVESTMENT BANK, Charlotte, NC

Jan 2005 – Aug 2008

### Business Analytics and Exceptions Resolution Analyst—Corporate and Investment Banking

Summary—Managed business metrics clearinghouse for a Fortune 100 financial institution.

- Created automated investment banker scorecards used to determine bonus structure and promotions.
- Upgraded the business pipeline report to a succinct snapshot of revenue forecasts used by the CEO, CFO and Investment Bank Head for quarterly earnings calls with Wall Street analysts.
- Directed automation project for weekly competitor activity report enabling senior managers to analyze strengths and weaknesses pertaining to clients, saving \$180,000/yr and 2 staff positions.
- Standardized production of league tables for use by 3000+ bank employees to enhance sales effectiveness.

- Initiated automation of futures and options trading P&L reconciliation. Wrote accounting rules and specifications for identifying and resolving variances between trading systems, sub-systems, and G/L.

**VINCE DiFRANCESCO**

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**CASE WESTERN RESERVE UNIVERSITY, Cleveland, OH**

**2001 – 2004**

**Financial Administrator-Auxiliary Services**

Summary—Directed Auxiliary Services accounting for a renowned private university. Supervised accounting team—2 direct reports, managed \$15 million budget, 30+ accounts, A/R, A/P, forecasting and contract mgmt.

- Oversaw and restructured \$1.1 million campus credit/debit card BlackBoard transaction system which simplified reconciliation and enabled the University to realize over \$75,000 of positive cash flow.
- Co-sponsored web-based initiative tied to student registration process to increase student deposits and spending, resulting in a \$300,000/yr increase in deposits and spending.
- Designed forecasting tool using linear regression which provided accurate revenue and expense forecasts.
- Identified \$50,000/mo in untraceable transactions associated with multiple parking systems. Helped to identify a cost effective solution and obtain a new unified parking system.
- Managed campus dining services contract with 100+ employees serving 4000+ per meal while conducting the search for a new Campus Services Director. Implemented a \$50,000 capital improvement project.

**VAIL RESORTS, Breckenridge, CO**

**1998 – 1999**

**Auditor**

Summary—Audited more than 30 point-of-sale locations daily with a team of 4 auditors. Accounted for 100% (avg. \$250,000 daily) income from ticket sales. Analyzed transaction issues and proposed resolutions.

**KINETIC CONCEPTS THERAPEUTIC SERVICES, INC., Spokane, WA**

**1996 – 1998**

**Operations Manager**

Summary—District operations and service manager—7 direct reports. Prioritized and coordinated trauma bed placements at hospitals. Managed customer service, billing and expense control for \$1.5 million budget.

- Hired, trained and developed medical personnel in 5 service centers and 4 states resulting in 2 promotions to service center supervisor. Improved customer service, and employee morale and retention.
- Conducted financial analysis resulting in closure of 2 obsolete facilities, opening 2 fully staffed facilities, and redesigned workflow of existing facilities resulting in an 11% increase in operating efficiency.
- Offered Regional Operations Director position for 10 states, 24 service centers and 125+ employees.

**SPOKANE COUNTY PUBLIC UTILITIES, Spokane, WA**

**1996**

**Aquifer Protection Analyst**

Summary—Consultant to APA department. Reviewed parcel assessment maps for GIS systemization project.

- Successfully maintained project timeline by verifying taxpayer environmental impact fees for public sewer and water utilities through research of building and engineering records, assessors' records.

**EKO SYSTEMS, INC., Bakersfield, CA**

**1992 – 1994**

**Assistant Manager**

Summary—Managed a \$3 million recycling contract with the City of LA including logistics and composting operations with 2 direct reports. Oversaw environmental reporting, impact mitigation and accounting.

- Reshaped working relationships with client and regulatory enforcement agency inspectors and effectively demonstrated commitment to the highest standard of operating excellence and regulatory compliance.

## **EDUCATION**

**MBA**, Concentration in finance, Case Western Reserve University,  
Weatherhead School of Management, Cleveland, OH, 2004

**BS**, Earth Sciences, Montana State University, Bozeman, MT, 1992

## **PROFESSIONAL REFERENCES**

### **Barbara Briccotto, IIDA, LEED® AP**

Gresham, Smith and Partners, Principal  
Director—USGBC Charlotte Region Chapter  
704.752.1011

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Relationship: USGBC committee reference

### **Harald Ibele**

Owner  
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Relationship: Supervisor

### **Gary Cooper**

Director of Business Development (formerly)  
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Relationship: Colleague/Direct Report

### **Fati Bynum**

Vice President (formerly)  
Wachovia Corporate Investment Bank  
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Relationship: Supervisor

### **Don Mead**

Senior Vice President  
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Relationship: Supervisor

### **Sharon Hensel**

Business Manager—Campus Services (formerly)  
Case Western Reserve University  
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Relationship: Supervisor